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STATE OF DELAWARE
REAL ESTATE COMMISSION

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PUBLIC MEETING NOTICE: REAL ESTATE EDUCATION COMMITTEE

MEETING DATE AND TIME: Thursday, September 5, 2019 at 9:30 a.m.

PLACE: Division of Professional Regulation
861 Silver Lake Boulevard, Cannon Building
Second Floor Conference Room A
Dover, Delaware

MINUTES FOR APPROVAL: October 3, 2019

MEMBERS PRESENT

Sal Sedita, Sussex County, Professional Member
Michael Rushe, Kent County, Public Member, Chairperson
Judy Dean, Sussex County, Professional Member
Maggie Scarborough, Kent County, Professional Member
Juli Giles, New Castle County, Professional Member
Christine Steele, Sussex County, Professional Member

MEMBERS ABSENT

Barbara Broadway, New Castle County, Public Member, Vice-Chairperson

DIVISION STAFF

Eileen Kelly, Deputy Attorney General
Alison Warren, Administrative Specialist III

OTHERS PRESENT

CALL TO ORDER

Mr. Sedita called the meeting to order at 9:43 a.m.

REVIEW OF MINUTES

The Committee reviewed the minutes from the August 1, 2019 meeting. Ms. Giles moved, seconded by Ms. Dean, to approve the August minutes as written. By unanimous vote, the motion carried.

UNFINISHED BUSINESS

There was no unfinished business before the Committee

NEW BUSINESS

Commission Update:

The Committee was updated that the Commission denied Ms. Hope's instructor request to teach the pre-licensing course, based on the Committee recommendation that she did not have enough teaching experience.

Based on the Committee recommendation the Commission also approved Ms. Hope's request to use multiple attorneys to teach the law portion of the pre-licensing as long as they were approved instructors and a lead instructor was identified.

The Commission denied the request to split the pre-licensing course between online and classroom instruction.

Additionally the Committee was updated that the Commission was updated on the Proposed Revisions to the Real Estate Commission Education Guidelines.

Review of Course Provider Application(s)

Mr. Steele moved, seconded by Ms. Scarborough, to recommend approval, contingent approval, denial, or tabling of the following course provider applications as noted below. By unanimous vote, the motion carried.

The CE Shop, Inc.

Professionalism Standards in Real Estate
Module(s): New Licensee Module 1
Credit Hours: 3

Approved

Agreement of Sale/Buyer Representation
Module(s): New Licensee Module 2
Credit Hours: 3

Approved

Real Estate Documents/Seller Representation
Module(s): New Licensee Module 3
Credit Hours: 3

Approved

Real Estate Professionalism
Module(s): New Licensee Module 4
Credit Hours: 3

Approved

At Home Diversity
Module(s): 2
Credit Hours: 3

Approved

Hot Topics in Real Estate
Module(s): 7
Credit Hours: 3

Approved

E-pro Certification
Module(s): New Licensee Module 2
Credit Hours: 3

Legislative Updates **Approved**

Module(s): 5

Credit Hours: 3

Brokers Realty Group LLC

Short Sales and Foreclosures

Approved

Module(s): 6

Credit Hours: 3

McKissock

How to Work with Real Estate Investors - Part 1

Approved

Module(s): 7

Credit Hours: 3

How to Work with Real Estate Investors - Part 2

Approved

Module(s): 7

Credit Hours: 3

A New Look at Contract Law

Approved

Module(s): 7

Credit Hours: 3

Real Estate Documents

Approved

Module(s): 3

Credit Hours: 3

Legislative Issues

Approved

Module(s): 5

Credit Hours: 3

Agency and Fair Housing

Approved

Module(s): 1

Credit Hours: 3

Professional Standards

Approved

Module(s): 2

Credit Hours: 3

Office Management

Approved

Module(s): 4

Credit Hours: 3

Practices of Real Estate

Approved

Module(s): 6

Credit Hours: 3

Association of Realtors School

Agency & Fair Housing

Approved

Module(s): 1

Credit Hours: 3

Not Your Mother's Ethics Class

Approved

Module(s): 2

Credit Hours: 3

Be a Hero to Your Client Module(s): 3 or 6 Credit Hours: 3	Approved
Risk Management Module(s): 4 Credit Hours: 3	Approved
Legislative Landmines Module(s): 5 Credit Hours: 3	Approved
Practical Tips for Listing Agents Module(s): 6 Credit Hours: 3	Approved
Difference Between Delaware and Pennsylvania Real Estate Transactions Module(s): 3 or 6 Credit Hours: 3	Approved
<u>Kent County Association of REALTORS</u> Professional Standards in Real Estate Module(s): New Licensee Module 1 Credit Hours: 3	Approved
Agreement of Sale Module(s): New Licensee Module 2 Credit Hours: 3	Approved
Real Estate Documents – Seller Representation Module(s): New Licensee Module 3 Credit Hours: 3	Approved
Real Estate Professionalism Module(s): New Licensee Module 4 Credit Hours: 3	Approved
JP Court Landlord-Tenant Proceedings Module(s): 5,6,or 7 Credit Hours: 3	Approved
<u>Sussex County Association of REALTORS</u> Renovation Financing Module(s): 7 Credit Hours: 3	Approved
Home Inspections Module(s): 7 Credit Hours: 3	Approved
Don't Let Your Sale Fall Apart (and what to do if it does) Module(s): 6 Credit Hours: 3	Approved

Legislative Landmines **Approved**
Module(s): 5 or 7
Credit Hours: 3

Home Sweet (Second) Home: Vacation, Investment, Luxury Properties
Approved
Module(s): 6 or 7
Credit Hours: 3

New Home Construction for the Modern-Age **Approved**
Module(s): 6 or 7
Credit Hours: 3

Safety Course for the Real Estate Professional **Approved**
Module(s): 7
Credit Hours: 3

1031 Tax-Deferred Exchanges **Approved**
Module(s): 6 or 7
Credit Hours: 3

RESPA Rule 8 **Approved**
Module(s): 4 or 5
Credit Hours: 3

DE Listing Document and Property Disclosure **Approved**
Module(s): 3
Credit Hours: 3

Home Inspection 3.0 **Approved**
Module(s): 6 or 7
Credit Hours: 3

Home Inspection 2.0 **Approved**
Module(s): 7
Credit Hours: 3

Agency and Fair Housing **Approved**
Module(s): 1
Credit Hours: 3

NAR Ethics **Approved**
Module(s): 2
Credit Hours: 3

Coldwell Banker
Propel **Approved**
Module(s): New Licensee Module 2, 3 & 4
Credit Hours: 9

Professionalism, Courtesies & Practices of Real Estate
Module(s): 6
Credit Hours: 3

Approved

Review of Instructor Applications

Ms. Steele moved, seconded by Ms. Scarborough, to recommend approval, contingent approval, denial, or tabling, of the following instructor applications as noted below. By unanimous vote, the motion carried.

Christine Steele – New Application **Approved**

Nitan Soni – New Application **Approved**

CORRESPONDENCE

The committee reviewed and discussed the resume submitted by Patricia Anderson for an open Sussex County n Committee position. Ms. Dean moved, seconded by Ms. Steele to recommend approval to the Commission.

OTHER BUSINESS BEFORE THE COMMITTEE (for discussion only)

There was no other business before the committee

PUBLIC COMMENT

There was no public comment

NEXT SCHEDULED MEETING

The next meeting will be held on Thursday October 3, 2019 at 9:30 a.m. in Conference Room A, second floor of the Cannon Building, 861 Silver Lake Boulevard, Dover, Delaware.

ADJOURNMENT

There being no further business, Mr. Sedita moved, seconded by Ms. Giles to adjourn the meeting. By unanimous vote, the motion carried. The meeting adjourned at 11:04 a.m.

Respectfully submitted,

Alison Warren

Alison Warren
Administrative Specialist III

The notes of this meeting are not intended to be a verbatim record of the topics that were presented or discussed. They are for the use of the Board members and the public in supplementing their personal notes and recall for presentations.